

## Message Text

CONFIDENTIAL

PAGE 01 TEHRAN 02225 052028Z  
ACTION NEA-10

INFO OCT-01 ISO-00 PM-05 SS-15 INR-10 SP-02 L-03 /046 W  
-----122429 052031Z /41

R 051050Z MAR 78  
FM AMEMBASSY TEHRAN  
TO SECSTATE WASHDC 7256

C O N F I D E N T I A L TEHRAN 2225

STADIS//////////

FOR NEA/IRN NAAS FROM CHARGE

E.O. 11652: GDS  
TAGS: MASS IR  
SUBJ: INCENTIVES FOR CONTRACTORS TO WORK THEMSELVES OUT  
OF A JOB

REF: STATE 52798

1. IN VIEW OF THE CONTENTS OF 77 TEHRAN 5775 AND TEHRAN 0419,  
PARTICULARLY PARAS 1 AND 3 OF LATTER, I HOPE YOU WILL TAKE THE  
OPPORTUNITY WHILE THE AMB IS IN WASHINGTON MARCH 8 TO EXPLAIN IN  
DETAIL THE QUOTE POTENTIAL PROBLEMS FOR BOTH US AND THE IRANIANS IN  
AN ACROSS-THE-BOARD ADOPTION END QUOTE OF INCENTIVES FOR CONTRACTORS  
TO WORK THEMSELVES OUT OF A JOB. WE WOULD ALSO APPRECIATE A RUNDOWN,  
EITHER FORMALLY OR INFORMALLY, OF THESE POTENTIAL PROBLEMS FOR OUR  
BENEFIT HERE.

2. WE UNDERSTAND THAT ONE APPROACH TO BENEFITS AND PENALTIES  
WOULD NOT NECESSARILY APPLY FOR ALL CONTRACTS. WE FURTHER RECOGNIZE  
THAT SOLUTION IS MADE MORE DIFFICULT BECAUSE IRANIAN SIDE IS AN  
ELEMENT IN THE TOTAL EQUATION. HOWEVER, WE CONTINUE TO BELIEVE IT  
OUGHT TO BE POSSIBLE IN EVERY CASE TO CONSTRUCT A CONTRACT THAT  
INCLUDES A FINITE END DATE, AS WELL AS SOME MIXTURE OF PLUSES  
AND MINUSES AS AN INDUCEMENT TO CONTRACTORES. BOTH OUR SENATE AND  
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PAGE 02 TEHRAN 02225 052028Z

HOUSE CODELS IN JANUARY GOT INTO THIS QUESTION, AND FOUND IT  
SURPRISING THAT AN INCENTIVE APPROACH WAS NOT SOP.  
MIKLOS

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NNN

## Message Attributes

**Automatic Decaptioning:** Z  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** INCENTIVES, CONTRACTS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 05 mar 1978  
**Decaption Date:** 20 Mar 2014  
**Decaption Note:** 25 YEAR REVIEW  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978TEHRAN02225  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780100-0273  
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**From:** TEHRAN  
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**Litigation Codes:**  
**Litigation History:**  
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**Message ID:** ee3d7bb8-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION NEA  
**Original Classification:** CONFIDENTIAL  
**Original Handling Restrictions:** STADIS  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** CONFIDENTIAL  
**Previous Handling Restrictions:** STADIS  
**Reference:** 78 STATE 52798  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 10 jun 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3112791  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** INCENTIVES FOR CONTRACTORS TO WORK THEMSELVES OUT OF A JOB  
**TAGS:** MASS, IR  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
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**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014